

Message Text

UNCLASSIFIED

PAGE 01 ACCRA 02099 160936Z
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----004394 161454Z /72

R 160748Z MAR 78
FM AMEMBASSY ACCRA
TO USDOC WASHDC
INFO SECSTATE WASHDC 2681

UNCLAS ACCRA 2099

E.O. 11652: N/A
TAGS: BEXP GH
SUBJECT: WTDR/FTI: TECHNICAL TRADING CO.

REF: USDOC 02266

1. GHANA
OFFICE USE: 2.749 3. 0019000 4. 01
5. TECHNICAL TRADING CO.
6. P.O. BOX 4238; F-799/2 OFF CANTONMENTS RD., OSU
7. ACCRA
8. CONTACT: MR. NASIB DAHABIEH
9. TITLE: GENERAL MANAGER
10. PHOLE: 74310 11. TELEX: N/A
12. CABLE: TETRA ACCRA
13. ESTABL: 1960 14. EMPL: N/A 15. SIZE: MEDIUM
16. REPUTATION: Y-GOOD 17. RPT DATE: 03/78
OFFICE USE: 18. N/A 19. N/A 20. N/A 21. N/A 22. N/A
23A. 28510/235 AGT DIST IMP. OF PAINTS AND ALLIED PRODUCTS;
23B. 32111/235 SHEET GLASS; FURNITURE AND
23C. 34290/235 BUILDERS' HARDWARE; HAND AND
23D. 34230/235 EDGE TOOLS; PLUMBING FIXTURES,
23E. 34300/235 FITTINGS AND HEATING EQUIPMENT;
23F. 35460/235 POWER-DRIVEN HAND TOOLS; AND
23G. 36300/235 ELECTRIC HOUSEHOLD APPLIANCES.
23H. 35850/235 AGT DIST IMP. OF REFRIGERATION AND AIR
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 ACCRA 02099 160936Z

CONDITIONING EQUIPMENT; ALSO
23I. 36400/35 IMP DIST OF ELECT. LIGHTING AND WIRING
23J. 36130/35 EQUIPMENT; SWITCHGEAR AND SWITCHBOARD
23K. 34960/35 APPARATUS; AND OF MISC. FABRICATED WIRE PRODUCTS
24. FOREIGN SALES: LOCAL ONLY
25. FINANCIAL REFS: BARCLAYS BANK OF GHANA LTD., HIGH ST. BRANCH,
P.O. BOX 69, ACCRA; GHANA COMMERCIAL BANK, TUDU BRANCH, P.O. BOX

819, ACCRA

26. TRADE REFS: PPG INDUSTRIES, COATINGS AND RESINS DIVISION, ONE
GATEWAY CENTER, PITTSBURGH, PA. 15222; EBCO MFC. CO., 265 N.
HAMILTON RD., COLUMBUS, OH. 43213

27. FOREIGN FIRMS REPRESENTED: N/A

28. POST EVALUATION: FIRM IS ONE OF A NUMBER OF FOREIGN-OWNED
COMPANIES THAT WERE SEVERELY AFFECTED BY THE 1970 GHANAIAN BUSINESS
PROMOTION ACT WHICH RESERVED CERTAIN CATEGORIES OF BUSINESS TO
INDIGENOUS ENTREPRENEURS. AFFECTED BUSINESSES INCLUDE RETAIL AND
SMALL-SCALE WHOLESALE TRADE IN WHICH SUBJECT COMPANY HAD
BEEN ENGAGED FOR OVER 10 YEARS PRIOR TO ENFORCEMENT OF THE ACT.
ALTHOUGH TECHNICAL TRADING CO. WAS SUBSEQUENTLY REORGANIZED TO
CONFORM WITH THE NEW LAW, IT BECAME VIRTUALLY DORMANT IN 1974 DUE
LARGELY TO IMPORT RESTRICTIONS AND STRICT LICENSING CONTROLS.
CONSEQUENTLY, THE GENERAL MANAGER AND MAJORITY STOCKHOLDER,
WENT TO THE MIDDLE-EAST (BEIRUT, LEBANON) WHERE HE HAS A SIMILAR
OPERATION. HE RETURNED TO GHANA RECENTLY AND INFORMED US THAT HE
PLANS TO REACTIVATE THE GHANAIAN FIRM AND ITS AFFILIATE (TETRA
INDUSTRIES) WHICH IS SETTING UP A PLANT TO ASSEMBLE AIR CONDITIONERS
AND REFRIGERATORS. HIS PLANS INCLUDE THE ESTABLISHMENT OF AN
AMERICAN TYPE SHOPPING CENTER NEAR DOWNTOWN ACCRA. IN SPITE OF ITS
RECENT LIMITED ACTIVITIES, TECHNICAL TRADING CO. CONTINUES TO ENJOY
GOOD REPUTATION LOCALLY; OWNERS ARE WELL AND FAVORABLY KNOWN TO
EMBASSY, AND RECOMMENDED AS SUITABLE TRADE CONTACT FOR U.S. FIRMS.
IT SHOULD BE NOTED, HOWEVER, THAT GHANA SUFFERS SEVERE
FOREIGN EXCHANGE CONSTRAINT; IMPORT LICENSING AND LETTERS OF CREDIT
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 ACCRA 02099 160936Z

ARE VERY DIFFICULT TO OBTAIN, EVEN FOR GOVERNMENT-CONTROLLED COMPANIES.

FIRMS WITH THE BEST CREDIT RATING MUST REMIT UNDER LETTERS OF CREDIT,
SINCE OTHERWISE THEY CANNOT USUALLY TRANSFER FUNDS ABROAD.

29. PREP: PETER A. HENNISON APPR: ALBERT L. GLAD. SMITH

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 16 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978ACCRA02099
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780117-0579
Format: TEL
From: ACCRA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780363/aaaacasu.tel
Line Count: 99
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 5e334bc6-c288-dd11-92da-001cc4696bcc
Office: ACTION AF
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3316737
Secure: OPEN
Status: NATIVE
Subject: WTDR/FTI: TECHNICAL TRADING CO.
TAGS: BEXP, GH
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/5e334bc6-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014